- 1 measures the processes involved in that process? 2 Α (Witness Weeks) I think that's a fair 3 characterization. 4 Okay. Did you, in your analysis, advise BellSouth that any of their processes were perhaps inefficient? 5 (Witness Weeks) I don't think efficiency was ever 6 Α 7 a test objective. Okay. So in essence, you took what they had and 8 you just measured how they did it, right? 9 10 (Witness Weeks) I think that's a fair 11 characterization. 12 So your job here was not to try to improve their 0 process, right? 13 14 Α (Witness Weeks) That was never an objective of 15 the test. I'd like to talk first about -- it's on page IV-B-16 17 6. 18 (Witness Weeks) Is this the supplemental report? Α 19 Yes, sir, it is. I'm going to keep it simple, 20 it's all going to be about DSL. 21 Now this -- starting on this page is where you all 22 began your evaluation of the DSL provisioning processes and
 - A (Witness Weeks) IV-B-6 in the supplemental test plan, section 3.0 result summary, is that the section you're

ordering processes is that correct?

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1 referring to? 2 Right; yes, sir. 3 Α (Witness Weeks) Okay. Now test POP-12-2-1, do you see that one? 4 0 5 Α (Witness Weeks) Yes. б 0 Now that was a test of whether you got the 7 expected response from an LSR from BellSouth, is that 8 correct? (Witness Weeks) Pre-order or LSR. Α 10 Okay, so a service inquiry or an LSR or a loop 11 makeup order. 12 (Witness Weeks) Yes. 13 Any of those. Okay. Now in that -- in this 0 14 particular test, you sent 370 orders initially, is that 15 right? (Witness Weeks) Pre-order and order. 16 17 Correct, I'm sorry, I don't mean to keep saying 18 order -- pre-orders and orders. And you got an 19 acknowledgment on 30 percent, is that right? 20 Α (Witness Weeks) For the initial testing, that is correct. 21 22 0 Now you were expected to get an acknowledgment on 23 every order, is that correct?

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(Witness Weeks) Yes.

Now, is that because the --

1	A (Witness Weeks) Okay, I stand corrected. When we
2	first started our tests, BellSouth did not have a procedure
3	in place that required them to acknowledge pre-orders or
4	orders sent in through manual processes.
5	Q And when did you start this test?
6	A (Witness Frey) It was approximately fourth
7	quarter 2000.
8	Q Fourth quarter 2000. So would it be fair to say
9	from the beginning of time until the fourth quarter 2000,
10	BellSouth did not acknowledge pre-orders sent manually?
11	A (Witness Weeks) We really wouldn't know the
12	answer to that question. They didn't have a process that
13	required that, to our knowledge.
14	Q So it's possible that they acknowledged them, but
15	they didn't have a process that required it. Do you know of
16	any other ILECs that have no process for acknowledging
17	manual orders or pre-orders?
18	A (Witness Weeks) We're not aware of any.
19	Q Now the next thing you report here is that
20	BellSouth implemented this new system to acknowledge e-
21	mails, is that right?
22	A (Witness Weeks) Yes.

Now that was in September, I believe, according to

A (Witness Weeks) Yes.

your report, is that right?

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Ţ	Q Now later, you tested again, as you continue
2	reading, and of the 111 e-mails, you got no, excuse me,
3	112 e-mails, you got responses on 111, correct?
4	A (Witness Weeks) Yes, both those numbers are
5	correct.
6	Q Okay. And how man responses did you get on the
7	faxes that you retested?
8	A (Witness Weeks) They don't acknowledge faxes.
9	Q They still don't acknowledge faxes.
10	A (Witness Weeks) We believe that they are in the
11	process of phasing out faxes, but the process did not get
12	changed in September for faxes.
13	Q Okay. Well, I guess what I would like to discuss
14	with you is you were evaluating whether BellSouth returned
15	appropriate responses to pre-orders that were submitted
16	either by facsimile or e-mail, is that correct?
17	A (Witness Weeks) Well, it says it provides
18	expected responses.
19	Q Okay, expected response is a response, correct?
20	A (Witness Weeks) Expected response would be that
21	response called for by the process.
22	Q Okay, so if the process had no response, then
2 3	there wouldn't be anything for you to measure, right?
24	A (Witness Weeks) If there was no expectation, then

we would have no expectation.

- Q So if BellSouth devised a system in which they

 just said we're not going to ever acknowledge anything you

 send -- any order Covad ever sends, then that would be okay
- 4 with you and there wouldn't be any reason to test that.
 - A (Witness Weeks) It's not up to me to be okay. We were testing the systems that were in place and if they had, as I previously testified, no process for acknowledgement, then there would have been nothing for us to test as
- Q Okay, and do you know definitively whether there
 was in the process a requirement to acknowledge an order
 sent by facsimile, a pre-order sent by facsimile?

We can't test what doesn't exist.

- A (Witness Weeks) Our understanding of the current process is that it does not require an acknowledgement of a faxed order.
- Q Could you turn to exception 112, please?

 MS. BOONE: Mr. Chairman, am I correct that all the exceptions are also already in the record or should I enter this as a Covad exhibit?
- COMMISSIONER BURGESS: No, they're part of the record also.
- 22 BY MS. BOONE:

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testers.

- Q Do you have 112 there?
- 24 A (Witness Weeks) Yes, we do.
- 25 Q Now in this exception, KPMG was monitoring loop

makeup inquiries, is that correct?

- A (Witness Weeks) Yes, loop makeup and LSR.
- Q Okay. And you initially issued an exception because you did not get the expected response, is that correct?
 - A (Witness Weeks) That's correct.
- Q Now the problem was you didn't know then if BellSouth had gotten your orders ever, is that right?
 - A (Witness Weeks) That's correct.
- Q And from a testing standpoint, you would have expected a response, is that right?
- A (Witness Frey) We would not have known that our order had been received until a subsequent response, such as an FOC or an error had been received.
- Q If you ever got the subsequent response. Because it's possible that you might not have gotten that response.
- A (Witness Frey) That is theoretically possible, yes.
- Q Okay, so that the importance of a response is so that you, KCI, acting as a CLEC, will know if your order ever got there, right?
 - A (Witness Frey) That's correct.
- Q Now you discussed some of the impacts the lack of this response had and it was a decrease in customer satisfaction and an increase in operating costs, is that

1 correct?

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- A (Witness Weeks) It could have resulted in that.
- 3 A (Witness Frey) Yes.
 - Q Okay. And that's a result of not having a response either by fax or by e-mail, right?
 - A (Witness Weeks) Yes.
 - A (Witness Frey) It's a result of not having a response at all, yes.
 - Q So to the extent that BellSouth still accepts anything by facsimile and they don't have a process for acknowledging those, would you agree with me that there still is a decrease in customer satisfaction and an increase in costs?
 - A (Witness Frey) I would agree that there is a potential for those impacts.
 - Q That's all I want to know. Now you subsequently closed out this exception, is that right?
 - A (Witness Frey) Yes.
- 19 A (Witness Weeks) Yes.
 - Q And on what basis did you close the exception?
- A (Witness Weeks) BellSouth developed a documented process in response to this lack of a process.
- THE REPORTER: I couldn't hear your answer.
- A (Witness Weeks) BellSouth developed a process in response to the exception which noted the lack of a process.

- 1 BY MS. BOONE:
- 2 Q But that's a process for acknowledging e-mails,
- 3 not a process for acknowledging facsimiles, right?
- A (Witness Weeks) I believe the way -- I believe in the exception when it was written, it was for both e-mail and fax.
- 7 0 Is that accurate?
- A (Witness Weeks) Is what accurate?
- 9 Q That BellSouth has a process for acknowledging 10 receipt of facsimile orders?
- A (Witness Weeks) It is our belief that BellSouth has phased out fax orders.
- 13 O As of when?
- 14 A (Witness Weeks) We don't know the date.
- Q Was it before this closure report?
- A (Witness Weeks) We believe they were still accepting faxes as of this closure.
- Q Well, I just want to be clear, because you closed
 the closure report on the basis of the existence of a
- 20 process that BellSouth had put in place to return
- 21 acknowledgements of pre-orders sent by e-mail or facsimile.
- 22 Are you now stating that there was not in fact, at the time
- 23 you closed this, a process in place for acknowledging orders
- 24 | sent by facsimile?
- A (Witness Weeks) Give us a moment to re-read the

closure statement.

(Brief pause.)

A (Witness Frey) We closed the exception based on the implementation of a process that provided for an acknowledgement to the CLEC upon receipt of a manual LMU request from a CLEC. The process for accepting faxes was being phased out.

Q But had not yet been phased out?

A (Witness Frey) I believe at the time of the closure statement, it was in the process of being phased out, correct.

Q Now the order acknowledgement or pre-order acknowledgement process --

COMMISSIONER BURGESS: One question. Do you know whether or not faxes are being accepting for pre-ordering or ordering of DSL loops today?

WITNESS FREY: It's our understanding that they're not, but we have not verified that.

BY MS. BOONE:

Q Now in your summary of the retest activities that's on page 2 of the closure report, you state a couple of reasons in addition to the one you just offered. One thing you said was that you don't need an acknowledgement because a CLEC can submit a request for a status to the complex resale group. Do you see that right there in the

second paragraph?

- A (Witness Weeks) Yes. The sentence that starts "According to the new documentation"?
- Q Yes, sir.
 - A (Witness Weeks) I see that.
 - Q Okay. Now so is it your view that having the CLEC initiate a status request to BellSouth is sufficient to replace the actual acknowledgement of an order from BellSouth?
 - A (Witness Weeks) I would say it's not a replacement for, it is a mitigation of a lack of.
- 12 Q A mitigation of the lack of the BellSouth process
 13 or the failure of the BellSouth process.
 - A (Witness Weeks) If an acknowledgement was not coming to you and you could mitigate that lack by doing a request during the query, then it would tend to offset that lack of response.
 - COMMISSIONER BURGESS: Would you pull your mic a little closer to you? The court reporter is still having a tough time hearing.
- 21 BY MS. BOONE:
 - Q I just want to be clear. The CLECs are obligated to mitigate BellSouth's failure to return an acknowledgement, is that right?
- 25 A (Witness Weeks) We're just pointing out a fact,

L	as a finder of fact, that at the time this evaluation took
2	place, there was not an acknowledgement in place, and that
3	it was possible for CLECs to determine what the status of
1	that was, but in the end, as the report states, you know,
5	we're still in a "not satisfied" situation on this
5	evaluation criteria.

- Q Yeah, I was just going to get to that. Now let's talk about exception number 134. Exception number 134 was again opened regarding acknowledgement of pre-orders from CLECs on xDSL, is that right?
- A (Witness Weeks) It says we didn't get expected responses, there were missing acknowledgements for certain types of pre-orders and orders,
- Q All right. Now help me understand how this works, because you had exception 112 we were just talking about that dealt with acknowledgement of loop makeup as well as LSR, SI inquiries sent that were not properly acknowledged, is that correct?
 - A (Witness Weeks) 112 was about a missing process.
 - Q Okay, and then what's 134 about?
- A (Witness Weeks) It's about actual responses received and whether or not they were expected or not.
 - Q Excuse me, I didn't hear the last bit.
- A (Witness Weeks) It's talking about the fact that we had missing acknowledgement or responses to our pre-order

- 1 queries and our LSRs. One is process oriented, the other is results oriented.
 - Okay. So in exception 112, you've concluded that there was not a process and when BellSouth put in place a process, you passed them, correct? You closed the exception.
 - (Witness Weeks) Well, a closure of an exception Α is not a passing of a test, those are independent actions.
 - Thank you for that clarification. You closed the report on that basis, is that correct?
 - (Witness Weeks) We closed the process exception based on the creation of a process.
 - And then you opened exception 134 because the new process didn't work, right?
 - (Witness Weeks) Because we were missing certain Α responses and things that we needed.
 - Now you opened exception 34 on March 16, 2001, is that correct?
 - (Witness Weeks) 134?
 - 0 Yes, sir.

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- (Witness Weeks) On the 16th, yes. Α
- 22 And if you look back at 112, that's the day you 23 closed that one on. Is there any significance in that?
 - Α (Witness Frey) Coincidence.
 - Coincidence, okay. Did you consider combining

these two exceptions to monitor not only the process but then how the processed worked?

A (Witness Weeks) No, there was a decision taken early on in the Georgia test that we would try to make a large number of small fine-grained exceptions, each as much as possible focused on a particular topic. And so the existence or lack thereof of a process is in our mind a fundamentally different thing than how the company performs while it operates that process. So in our minds, those are two issues that would be dealt with separately.

Q Okay. Now with exception 134, you submitted 447 pre-order loop makeup service inquiries and LSR service inquiries, is that right?

A (Witness Weeks) I believe 447 -- yeah, I believe that's correct.

Q And you got an acknowledgement on 93 percent of those, right?

A (Witness Weeks) Yes.

Q Now is it part of your role to figure out what happened with the seven percent?

A (Witness Weeks) The way these tests are performed is that when we have a missing response, we will communicate what we believe to be missing to the company because we're willing to admit we may have been the cause of the problem or the error and we would like clarification from the

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company as to whether from its perspective it agrees that those items should be missing. We go through a fact-finding process to try to resolve where these things might be.

Now doesn't that actually occur at the draft exception level, before it ever becomes a formal exception with this Commission?

Α (Witness Weeks) Well, the process of trying to communicate problems or issues could have been brought to light in several different ways.

Let me ask it this way. For every exception you filed with this Commission, did you present to BellSouth a draft exception covering the same issues?

Α (Witness Frey) I can think of no exceptions to that process.

Is that a yes?

(Witness Weeks) We don't recall any instances where that's not the case.

Okay. Now was it then BellSouth's opportunity to explain to you that you were incorrect?

Α (Witness Weeks) That's the way the process worked.

And in how many instances did they do that, convince you not to file a formal exception I guess is the question.

Α (Witness Weeks) I don't have a count.

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Α (Witness Frey) I don't recall specifically, I'd say approximately 10.

So if you can't recall any exceptions to the exception rule, you submitted a draft exception of 134 to BellSouth, is that correct, to the best of your recollection?

Α (Witness Frey) Yes.

0 And at that time, BellSouth would have discussed with you whether they believed that it was actually 93 percent that were acknowledged or 98 percent, is that correct?

(Witness Weeks) No, they would have discussed Α individual line items with us that were part of the exception and they would have contested or agreed with individual topics, not percentages. The percentages are a calculation.

So is it fair to say that with respect to Okay. the seven percent that did not acknowledgements, BellSouth either said we don't know what happened to them or yes, we were wrong.

(Witness Frey) It's fair to say that at the time Α the exception was issued, BellSouth did not provide any evidence to us that was satisfactory in our view to call for the removal of a pawn from the detail list provided in the text of the exception.

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Q Okay. Now after the exception becomes a formal exception with the Commission, do you then work with BellSouth to determine a way to improve their process?

A (Witness Weeks) No.

Q I'm sorry, could you speak into the microphone?

A (Witness Weeks) No, that is not our responsibility.

Q Okay. Explain to me then how the military testing works.

Α (Witness Weeks) Military testing fundamentally suggests that we raise -- we conduct a test, if the test results aren't satisfactory, we communicate the fact that there are certain things that didn't work properly such as through an exception. The company goes and researches that, determines whether or not the facts that we have attempted to communicate are accurate or inaccurate. After we go through the factual accuracy stage, if in fact the company acknowledges that there is a problem, then the company can make a decision as to whether they choose to fix the problem or not fix the problem. If they choose to fix the problem, they communicate to us what the nature of that fix is, what the timing of that fix is and then a determination is made as to whether there will be a retest or not. If there's a retest done, then we start the cycle again and at some point either the issue gets resolved or the issue gets into a

state where no more formal testing or analysis is possible at this time.

Q Okay. In your report, I didn't see any instances of a third test. So am I to understand that on each of these where a retest was required, BellSouth failed the first test and passed the second test?

A (Witness Weeks) Or got into a situation where they chose not to make changes or not to conduct a resting.

Q And then what happens?

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A (Witness Weeks) Well, then there's a closure statement on the exception because there's no further work that's possible at that time, and based upon the company's performance, we award a satisfied, not satisfied, no determination possible -- the four categories discussed earlier.

Q And in how many instances did BellSouth not agree to either improve the process or change the process and agree to a retest?

A (Witness Weeks) If I understood the question correctly, I think one could look at probably a count of the not satisfied, which I don't have off the top of my head.

Q And those would be the only instances. There would be no test in which BellSouth had failed the first test, refused a retest and then you would have offered any result other than not satisfied?

- A (Witness Weeks) I can't think of an example of that.
 - 0 Now --

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- COMMISSIONER BURGESS: Let me ask you, Ms. Boone, how much longer do you think you have for your cross? I'm just trying to map out the calendar here.
- 7 MS. BOONE: I think I have another half an hour or 8 so.
- 9 COMMISSIONER BURGESS: We'll go forward and at 1:00 we'll take a 30-minute break for lunch. So you go 11 right ahead.
- MS. BOONE: Okay, thank you.
- 13 BY MS. BOONE:
 - Q I'd like you to turn now to exception 117. Do you have it there in front of you?
- 16 A (Witness Weeks) We're getting it.
- Q Now this exception deals with BellSouth's
 providing a clarification or a rejection of a loop makeup
 inquiry, is that correct?
 - A (Witness Weeks) Within a specified period of time.
 - Q Right. That's what I'd like to talk to you about.

 Now BellSouth's products and services guide at the time

 that you evaluated this allowed itself an interval of seven

 business days to return a manual loop makeup, is that

correct?

- A (Witness Weeks) I believe that's correct. Yes, that's true.
- Q And that's the time during which BellSouth is reviewing its records and determining the physical characteristics of a loop that a DSL provider would order?
 - A (Witness Weeks) That's our understanding.
- Q That's your understanding. Now you also decided to allot BellSouth seven days to issue a clarification or rejection of a request to perform that work, is that right?
- A (Witness Weeks) So our understanding was that that would be any type of response, not just the proper response or the desired response.
- Q Okay. So you didn't try to measure separately how quickly they should return a clarification?
- A (Witness Weeks) We applied the same seven days to all responses. We didn't distinguish by response type.
- Q Now in this exception though, you say they didn't provide a clarification or a rejection within seven days, is that right?
 - A (Witness Weeks) That's correct.
- Q So does that mean they did provide the loop makeup with seven days on these test orders?
- A (Witness Frey) The orders specified in the exception were specific to clarifications or rejections,

1 yes.

Q The orders specified in the exceptions -- so you tested 60, 45 had clarifications or rejections that you didn't get in time, is that --

A (Witness Weeks) No, I think the way to characterize it is, we received clarification or rejections to our responses 60 times, and of the 60 we received, this is a list of the ones that didn't come back on time.

Q Okay. So you think that BellSouth should either do the loop makeup or reject the order altogether in seven days?

A (Witness Weeks) We believe that was their stated process.

Q Okay. So all you were doing was measuring whether they had met what they set forth in their products and services guide?

A (Witness Weeks) That is the nature of the design of the test.

Q Okay. Are you aware of comments submitted by CLECs throughout the process, particular Covad?

A (Witness Weeks) Yes, some.

Q Are you aware of concerns raised by CLECs that the intervals set forth in BellSouth' products and services guide were inadequate to provide a meaningful opportunity to compete?

COMMISSIONER BURGESS: Ms. Boone, I'm being a

little bit liberal here, but I think you might be stepping a

little bit outside of the confines of this case. I know

we've got some other issues where we've been talking about

intervals for provisioning. I want to give you some

freedom, but I don't want to turn this into a performance

measurement proceeding also.

MS. BOONE: I understand that. Thank you, Commissioner.

WITNESS WEEKS: As we sit here today, we don't have any specific recollection of those particular conversations. They certainly could have taken place. We don't recall them specifically.

14 BY MS. BOONE:

Q Now when you look further here at Exception 117, if you'll turn over to -- I believe it's your page when you first say how many there were. It's the second page of the closure report, which is 2 of 2.

A (Witness Weeks) I'm sorry, you said the first or the second page?

Q The second page, the top of the page. It states, "KCI submitted 216 LMU/SI pre-orders to BellSouth, of which 149 LMU/SI's received rejections/clarifications from the CRSG/LCSC," is that correct?

A (Witness Weeks) That's what it says, yes.

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Q Now that is 68 percent of your orders. Does that seem like a reasonable number to receive a rejection or clarification?

A (Witness Weeks) This exception was about timeliness and whether we received the appropriate responses on time. In closing this, we noted that all were returned within seven days. So the criteria were met.

Q I understand that that was what the target of this test was, but I'm wondering if you used it as an opportunity to evaluate whether there was some other problem resulting in 68 percent clarifications or rejections?

A (Witness Weeks) There was a separate test where we looked at the accuracy of clarifications and rejections.

Q Yes, there certainly was. It's POP 12-4-4. And you determined that BellSouth had satisfied that in that test. But what I'm curious about is, you had an opportunity here to operate as a CLEC and submit 216 orders and you received a clarification or a rejection on 68 percent of them. Did you use that as an opportunity to explore what may be another problem in the BellSouth process?

MR. HILL: Mr. Commissioner, I hesitate to rise and object, but she asked that exact same question and he just answered that exact same question.

MS. BOONE: I believe it was asked but I don't believe it was answered.

1	COMMISSIONER BURGESS: The witness responded. You
2	might not have gotten the answer you wanted to hear, but I
3	did hear the witness respond to your question, Ms. Boone.
4	BY MS. BOONE:
5	Q Okay, let me ask you this: You employ smart
6	people at KPMG, is that correct?
7	(Laughter.)
8	A (Witness Weeks) The answer is yes, of course.
9	Q Okay. And you read the rules on how to fill out
10	the loop makeup service inquires, is that correct?
11	A (Witness Weeks) That's correct.
12	Q And you submitted 216 of them, is that correct?
13	A (Witness Weeks) That's correct.
14	Q But for some reason there was a problem on 68
15	percent of them?
16	A (Witness Weeks) And every response we got back
17	that was a clarification was accurate or complete according
18	to the rules.
19	Q Okay. Let me ask you this: Is it possible there
20	was some problem with the BellSouth rules that led you to
21	make 68 percent errors?
22	MR. HILL: Objection. That calls for speculation
23	on the part of the individuals presenting testimony.
24	COMMISSIONER BURGESS: I'm going to allow the
25	question to be answered.

Page 110 WITNESS WEEKS: Some of the errors that we 1 received were our cause. Some of those we would have 2 attributed to BellSouth. But we, sitting here today, can't 3 4 honestly tell you because we gave this a satisfied that we 5 believe the company isn't following the procedures that it's 6 outlined and isn't returning accurate information. BY MS. BOONE: 7 Okay. Even though your experience was different? 8 0 9 Α (Witness Weeks) No our experience says that. They gave us back accurate information according to their 10 11 process. Now I would like to ask you about a few of the 12 13 exceptions that you noted with BellSouth. I think in 14 BellSouth's response, which is the last page of this 15 16 them except for three PON numbers. Do you see that page?

Exception 117, BellSouth agreed with your findings on all of It's not numbered unfortunately. It's the second page of the BellSouth response.

(Witness Weeks) The original response or the amended?

Α (Witness Frey) The initial response or their amended?

0 It must be original -- no, amended -- no, original.

(Laughter.)

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- A (Witness Weeks) Right. I see that.
- Q Okay. Now in those three PON -- BellSouth says okay -- on the first one, for example, they said hey, we got it and we rejected it on the same day. Is that correct?

 Would that be a correct paraphrasing of that?
 - A (Witness Weeks) They're representing that they rejected it the same day they received it, yes.
- Q Then they say they got it again 20 days later, is that right?
 - A (Witness Weeks) Yes.
 - Q So what happened in between that time?
- 12 A We don't recall.

- Q Okay. And the second one, we have the same sort of situation where it says BellSouth received and clarified on September 7th. Do you recall what happened with that one?
- A (Witness Weeks) We don't remember the specifics but it was represented to us that this was some sort of BellSouth internal error.
- Q Is it possible that -- for example, with these three examples right here, that you've tapped into another potential process problem at BellSouth that you didn't further investigate?
 - A (Witness Weeks) Is it possible?
- 25 O Uh-huh.